

## Message Text

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21

ACTION NEA-09

INFO OCT-01 ISO-00 EB-07 /017 W

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R 111520Z FEB 75

FM USINT BAGHDAD

TO USDOC WASHDC

AMEMBASSY BEIRUT

INFO SECSTATE WASHDC 1632

UNCLAS BAGHDAD 0140

BEIRUT FOR RTDO

E.O. 11652: N/A

TAGS: BEXP, IZ

SUBJECT: DETERGENT MANUFACTURING PLANT

1. 505/01/T-034

2. 021175

3. T.P. KILLOUGH

4. 505 IRAQ

5. N.

6A. WRITE TO - THE GENERAL COMPANY FOR VEGETABLE OILS  
CABLE -- ZUYOUT BAGHDAD - TELEX 2221 ZUYOUT IK

6B. MR. LEON KHNANO, HEAD OF MATERIALS MANAGEMENT

6C. STATE ORGANIZATION FOR FOOD INDUSTRIES, MINISTRY  
OF INDUSTRY, BAGHDAD

7. AM/27/75

8. 040175

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9. 201

10. SIC: 3559585. A COMPLETE PLANT FOR PRODUCING SYNTHETIC DETERGENT POWER BY WET METHOD WITH AN OUTPUT OF 4 TONS POWER PER HOUR. PLANT SHOULD CONTAIN FOLLOWING COMPONENTS:

(1) ONE SYSTEM TO PRODUCE SULFUR TRIOXIDE.

(2) ONE SYSTEM FOR CONTINUOUS SULFONATION OF DEDECY 1 BENZENE USING DRY SULFUR TRIOXIDE PRODUCED IN COMPONENT (1) ABOVE

(3) A SCRUBBING SYSTEM FOR EFFLUENT GASES

(4) ONE SYSTEM TO NEUTRALIZE SULFONIC ACID PRODUCED IN COMPONENT (2) ABOVE

(5) THREE STAINLESS STEEL TANKS TO STORE 20 TONS OF PASTE.

(6) ONE STAINLESS STEEL TANK TO STORE 20 TONS OF STABILIZED SULFONIC ACID

(7) AN AUTOMATIC ADMIXING SYSTEM.

(8) A SPRAY DRYING TOWER COUNTER-CURRENT SYSTEM COMPLETE

(9) A DUST COLLECTING SYSTEM

(10) A PNEUMATIC CONVEYING SYSTEM

(11) INTERMEDIATE HOLDING VESSEL

(12) A SIEVE FOR CLASSIFYING THE GRANULES

(13) A PERFUMING SYSTEM

(14) FOR PACKING MACHINES OF ABOUT 200 CARTON JACKETS PER MINUTE WITH PHOTOELECTRIC CELL TO REJECT EMPTY UNCLASSIFIED

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PACKETS

(15) FOUR CARTONING AND SEALING MACHINES

- SUCCESSFUL TENDER TO TRAIN AT HIS WORK FOUR OF COMPANY'S PERSONNEL FOR EIGHT WEEKS. COST OF TRANSPORTATION, LODGING AND DAILY EXPENSES DURING TRAINING PERIOD TO BE BORNE BY THE SUPPLIER.

11. TENDER IS FINANCED BY GOVERNMENT. COMPANY IS STATE-OWNED. COPY OF SPECIFICATIONS AND CONDITIONS AIRMAILED TO USDOC.

USINT COMMENT: LEAD TIME IS UNUSUALLY LONG FOR IRAQI TENDER CALLS. BELIEVE BEST PROCEDURE IS FOR U.S. SUPPLIERS (A) TELEX ASAP IRAQI BUYER TO PURCHASE OWN COPY OF TENDER DOCUMENTS (FOR ABOUT 3.38 DOLLARS); (B) AT SAME TIME AIRMAIL AS BACKGROUND COMPANY BROCHURES AND PRODUCT CATALOGS WITH REQUEST (1) BE PLACED ON IRAQI LIST OT RECEIVE FUTURE DIRECT NOTIFICATION OF TENDER CALLS; AND (2) IF U.S. SUPPLIER PREPARED TO TRAVEL, FOR CUSTOMER SUPPORT VISA APPLICATION. FYI REGRETABLELY, ALL IRAQI GOVERNMENT CONTROLLED BUYERS HAVE VERY RPT VERY STRONG LEGALLY-BASED PREFERENCE FOR DEALING DIRECTLY WITH MANUFACTURES RATHER THAN INTERMEDIARIES.  
LOWRIE

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NNN

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**Status:** NATIVE  
**Subject:** DETERGENT MANUFACTURING PLANT  
**TAGS:** BEXP, IZ  
**To:** COM BEIRUT  
**Type:** TE  
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